

Andrea P. Howe
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SHORT BIOGRAPHY

Andrea P. Howe is the co-author, with Charles H. Green, of [The Trusted Advisor Fieldbook: A Comprehensive Toolkit for Leading with Trust](#). She is also the founder of [The Get Real Project](#) which has one simple mission: to kick conventional business wisdom to the curb and transform how people work together as a result.

A recovering information technology consultant, Andrea has spent nearly 30 years managing projects, working with clients, and facilitating groups of all kinds and sizes. Her focus for the last decade has been teaching people in consultative roles how to get better results by getting relationships right. As a seminar leader and speaker, Andrea addresses topics like client loyalty, developing business/selling with trust, the dynamics of influence, and dealing with relationship difficulties.

Described by audiences as pragmatic and engaging, Andrea provides a toolkit to increase trustworthiness in any stakeholder relationship that is both practical and provocative.

LONG BIOGRAPHY

A recovering information technology consultant with nearly 30 years of experience, Andrea P. Howe previously worked for the \$1B IT consulting firm American Management Systems (AMS), where her roles included client project manager, client relationship manager, and later, Director of Leadership Development.

Andrea is the co-author, with Charles H. Green, of [The Trusted Advisor Fieldbook: A Comprehensive Toolkit for Leading with Trust](#). She is the founder of [The Get Real Project](#) which has one simple mission: to kick conventional business wisdom to the curb and transform how people work together as a result.

Andrea's focus for the last 15+ years has been teaching people in consultative roles how to get better results by getting relationships right. She has designed and led learning programs for companies like Accenture, BNY Mellon, CGI, Deloitte, and PwC, among many others. She has spoken to executives, leaders, and teams throughout the U.S. and Canada, as well as in Mexico, Brazil, Europe, Russia, and the Asia Pacific region—both in-person and virtually.

Described by audiences as pragmatic and engaging, Andrea provides a toolkit to increase trustworthiness in any stakeholder relationship that is both practical and provocative. Andrea addresses topics such as how to:

- Develop business/sell with trust
- Promote customer intimacy and client loyalty
- Apply the dynamics of influence to achieve results

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- Improve business relationships using all four variables of the [trust equation](#)
- Deal with conflict in a trust-building way.

When Andrea's not working, you can find her in her art studio (aka the basement) taking far too long to finish her latest mosaic project or looking forward to a future opportunity for a partner, dancing somewhere near her current home town of Annapolis, Maryland, USA.